

Message Text

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61

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-11 XMB-07 TRSE-00 OMB-01

RSC-01 /031 R

66615

DRAFTED BY COM/OED/OBOD/OPS/SSLEON:JEB

APPROVED BY EB/OCA/REP:MWDONOVAN

COM/OED/OBOD/RECOHEN, DIRECTOR

EXIM BANK/EKIZIAN

STATE/NEA/GRK/ LGEORGE

----- 098145

P 172105Z APR 74

FM SECSTATE WASHDC

TO AMEMBASSY ATHENS PRIORITY

C O N F I D E N T I A L STATE 078092

E.O. 11652:GDS

TAGS: BEXP, GR

SUBJECT: OLYMPIA TELECOMMUNICATIONS PROJECT

REF: STATE 64991

1. DEBRIEF FROM COLLINS SETS FORTH THEIR CURRENT
EVALUATION OF SITUATION AS FOLLOWS:

A. BELIEVE AN IMPORTANT FACTOR OF PROBABLE LOSS BY
MARCONI IS NEW HIGHER INTEREST RATE. UNDERSTAND EARLIER
RATE OFFERED BY MARCONI WAS BETWEEN 7 1/2 PERCENT AND 8
PERCENT.

B. IN VIEW NEW INTEREST RATE ANNOUNCED BY EXIM BANK
AND HIGH COST OF MONEY AT COMMERCIAL BANKS, COLLINS MAY BE
IN SIMILAR DIFFICULT SITUATION.

C. KEY MEETING AT OTE SCHEDULED FOR APRIL 20 WHICH BELIEVED
TO BE LAST DATE FOR MARCONI TO PRESENT ACCEPTABLE PROPOSAL.

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D. JAPANESE FIRM MAY BE STANDING IN THE WINGS.

2. IN VIEW NEW POSSIBILITY FOR COLLINS TO MAKE A BREAKTHROUGH
ON THIS VERY IMPORTANT PROJECT, CONSIDER MOST HELPFUL
IF EMBASSY ABLE TO OBTAIN ANY SPECIFICS ON FOREGOING PLUS
RECOMMENDATIONS AS TO ACTIONS THAT CAN BE TAKEN TO BEST HELP
THIS BECOME A U.S. EXPORT.

3. FYI. COLLINS VICE PRESIDENT INTERNATIONAL, CAMPABASOO
SCHEDULED CALL ON EXIM BANK PRESIDENT CASEY AND DISCUSS
EXIM BANK SUPPORT OF PROJECT. LETTER PREVIOUSLY GIVEN
TO COLLINS EXPIRED NOVEMBER 1973.
KISSINGER

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Disposition Authority: GarlanWA
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30 JUN 2005

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